

Message Text

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AMEMBASSY QUITO

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C O R R E C T E D C O P Y P A R A 4

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJ: VISIT OF DIRECTOR OF EMPRESA PESQUERA NACIONAL
(EPNA) TO THE UNITED STATES

REF: QUITO 6539

1. DURING SEPTEMBER 9 COURTESY CALL ON LUIS CHACON, DIRECTOR OF EPNA, AS NEW CONSUL GENERAL, WE (SCHRAGE AND CG) WERE INFORMED HE WILL LEAVE ON HIS TRIP FOR THE US (SAN DIEGO) ON SEPTEMBER 28 TO DISCUSS ASSOCIATION AGREEMENT BETWEEN GOE AND STARKIST. HE WILL PROBABLY BE ACCOMPANIED BY FRANCISCO RIZZO, ADVISOR TO THE MINISTER OF NATURAL RESOURCES, OR IF NOT BY RIZZO BY SUBSECRETARY FOR FISHERIES ETHIEL RODRIGUEZ.

2. CHACON EXPRESSED HOPES FOR SOME TYPE ASSOCIATION AGREEMENT WITH STARKIST WHICH, AS AN IMPORTANT REPRESENTATIVE OF THE U.S. TUNA INDUSTRY, WOULD GO A LONG WAY TOWARD SOLVING FISHING PROBLEMS THAT EXIST BETWEEN ECUADOR AND THE US. CHACON INDICATED PLANS TO PROPOSE

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ASSOCIATION OF 6 STARKIST BOATS AVERAGING 500 NET

TONS AND THAT ONE REQUIREMENT OF GOE WOULD BE THAT 20 PERCENT OF CATCH BE DEPOSITED WITH LOCAL REFRIGERATION PLANTS. HE DID NOT INDICATE ADDITIONAL IMPORTANT DETAILS EXCEPT THAT HE HAD RECEIVED A LONG TELEGRAM FROM STARKIST (WHICH HE SHOWED TO US) AND THAT HE HOPED SOME ARRANGEMENT COULD BE MADE BEFORE DECEMBER. HE REITERATED WELL-KNOWN ADVANTAGES TO US FLEET OF SUCH CONTRACT, FOR EXAMPLE, CHEAP LICENSES, CHEAP FUEL, AND ABILITY TO FISH WITHIN 40 MILES OF COAST CURRENTLY PROHIBITED TO FOREIGN VESSELS. CHACON ESTIMATES HIS VISIT IN THE US WILL BE FOR 20 DAYS.

3. CHACON ALSO DISCUSSED EPNA'S PLANS FOR PURCHASE OF 20 PURSE-SEINERS OF APPROXIMATELY 200 NET TONS APIECE. HE INDICATED RECENT CONVERSATION WITH CAMPBELL SHIPYARDS IN SAN DIEGO WHEREBY CAMPBELL WOULD BUILD 10 BOATS IN SAN DIEGO AND 10 IN GUAYAQUIL. THESE BOATS ARE PART OF 79 SUCH BOATS GOE FIVE-YEAR PLAN PROPOSES TO BUY BY 1980, ALTHOUGH CHACON LABELED THIS AS A "DREAM" AND THAT HE WOULD BE HAPPY JUST TO OBTAIN 20 IN THE NEXT FIVE YEARS. CHACON INDICATED THAT ONE IMPORTANT PROBLEM IS ARRANGING FOR FINANCING OF PROCUREMENT WHICH ESTIMATED AT 30 MILLION DOLLARS. HE SAID HE WOULD LIKE TO OBTAIN FINANCING IN THE US AND WOULD APPRECIATE OUR ASSISTANCE IN HELPING HIM ARRANGE APPOINTMENTS WITH IMPORTANT FINANCIAL INSTITUTIONS DURING HIS FORTHCOMING VISIT.

4. ALTHOUGH BOAT PROCUREMENT PLANS NOT NEW TO US, IT POSSIBLE THAT GOE IS NOW MAKING SERIOUS EFFORT TO OBTAIN BOATS IN ONE WAY OR ANOTHER. WE THEREFORE REQUEST DEPARTMENT TO ADVISE US PRIOR TO CHACON'S DEPARTURE IF APPOINTMENTS CAN BE OBTAINED FOR HIM AT LENDING INSTITUTIONS SUCH AS BANK OF AMERICA, WELLS FARGO, FIRST NATIONAL CITY BANK, AND EXPORT-IMPORT BANK. CHACON INDICATES WILLINGNESS TO TRAVEL OUTSIDE CALIFORNIA IF APPOINTMENTS CAN BE OBTAINED.

FYI: WE HAVE SERIOUS DOUBT AS TO ABILITY OF EPNA TO BUILD 10 PURSE-SEINERS IN GUAYAQUIL, BUT REGARDLESS LIMITED OFFICIAL USE

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OF ARRANGEMENT WE BELIEVE IT WORTHWHILE PURSUING THIS POTENTIAL TRADE OPPORTUNITY IN CASE GOE REALLY READY TO BUY.
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